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Green Home Properties is a small, residential, real estate brokerage serving the North Phoenix, Anthem, Cave Creek and North Scottsdale areas. Gail Johnson, Broker/Owner, has been educating herself in energy efficient homes since 2008 earning both the EcoBroker and National Association of Realtor's GREEN designations.

A homes energy efficiency is rated on a scale called HERS (Home Energy Rating System). The scale is from 0 - 100, 0 being the best and 100 the worst. A typical, older, built-to-code, home in the Phoenix area would have a rating much greater than 100. This means that the cost to own these homes is expensive due to loss of heating and air conditioning escaping the home. This also means that these homes allow in dust and other environmentally unhealthy particles that can affect the health of those living inside.

I wish that there was an energy upgrade required standard for any home improvements made to a home that would guarantee a greater energy efficiency in that home. For those who cannot afford that required standard there are programs and most people don't know exist to help with the cost of those improvements. For instance, I assisted a homeowner in Sun City to apply for that area's Weatherizaation Program for Seniors. The cost was completely free and her home received increased insulation, a new SEER 13 heat pump that was sized for the home (which included modifications to her existing air return duct), CFL bulbs, water flow valves for sinks and tubs, etc). Prior to the repairs her monthly (she was on a monthly averaged utility bill) bill was \$125. The year following these improvements it dropped to \$75.

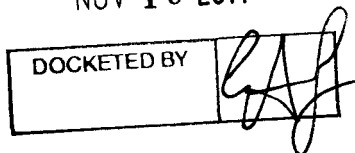
For home owners who can afford the increased required standard they will see the cost returns in the long run.

Buyers are gaining knowledge through marketing of those builders who are choosing to offer energy efficient homes and if existing homes don't start matching those homes they will lose value (to the Buyer) and thus the return on their investment will go down when time to sell.

Gail Johnson
Arizona Corporation Commission

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